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9/16 Rucker

HEIKES--HUNTSVILLE--TREES.

The Huntsville Wholesale Nurseries

DECEMBER

Huntsville, Ala.

1912



FOR THE TRADE ONLY.

Special Mention.

ROSES. We are making a specialty of growing Hardy Hybrid Perpetuals and Mosses by budding for outdoor planting. Budded roses transplant with better success than roses on their own roots and produce finer blossoms. The stocks upon which we bud are all disbudded before planting, so that little trouble is experienced from suckers. It will be noticed that our assortment given on page 4 covers all shades of colors from white to the darkest crimson. We guarantee as fine plants, both roots and tops, as can be produced anywhere in the United States. Samples will be sent upon application.

PEACHES.

The Mayflower—Introduced by Mr. J. Van Lindley, Pomona, N. C. The earliest of all peaches. Ripens here May 19th to June 5th, depending upon the season. Mr. Lindley has tested this variety in his orchard for the past five years. It is a remarkable peach and red all over. Will supersede Victor and Sneed.

Arp Beauty is next in season and next in value to Mayflower. Comes in just before and laps over into the season of Greensboro. It is quite distinct from any variety that we know and will prove a very valuable sort for commercial orchards as well as for family orchards. It is the most showy and by far the best in quality of any peach of its season. The flesh is of a rich, inviting yellow color; the skin a pleasing shade of yellow, very attractively painted and mottled with bright crimson. It is very prolific, has large flowers and is one of the hardiest in tree, bud and bloom. Freestone, but the flesh, like that of all exceptionally early freestone peaches, clings more or less to the seed. In size it is about the same as Yellow St. John.

Apex—Ripens at the same time as Alexander, to which it is far superior in size, color and flavor. Size large, color of skin yellow, with a mottled red cheek. Flesh yellow and of good quality—one of the best early market varieties. Freestone, but, like all extra early peaches, the flesh clings to the stone.

Dr. Burton—Very similar to Mamie Ross in vigor, certainty and abundance of bearing; has large flowers. Much superior to Mamie Ross and ripens about one week earlier. It is a perfect freestone, of rather larger size than Mamie Ross, of same shape, with smaller seed, much firmer and more color, and quality of the finest; the best and handsomest peach of its season.

Goldfinch (Ea. Elberta)—This is a seedling of Elberta, of very much the same characteristics, but ripening about a week earlier.

Munson's Cling. A selected seedling of Elberta, among hundreds grown from select seed. Equally as large as Elberta, more spherical, with a short beak. Firm, yellow flesh of the finest quality. Surface mostly covered with bright red, very handsome. An immensely superior quality to Chilow. Ripens with Elberta.

Munson's Free.—Selected variety among several hundred Elberta seedlings grown from selected seed. The fruit is larger than Elberta; more highly colored, more oblong and of better quality; flesh yellow. More prolific and hardy in bearing. Ripens about a week later than Elberta. Very firm; fine for shipping.

Rex.—A seedling of Elberta, ripening about a month later. This variety in size, color of skin and flesh is very much like Elberta.

Tiebout—Free, largest size, rich orange color, with dark red cheek, flesh of the finest quality, firm, buttery; a splendid shipper, seed small. About two weeks later than Elberta.

Dulce—The same description of the Tiebout, but ripening a month later.

Octobel (Bell's October). Large, rich, yellow, red cheek; freestone; of finest quality.

We recommend the following varieties as a splendid assortment of varieties for a succession in both the commercial and home orchard. They are named in the order of ripening and cover the season from the middle of May to the middle of October: Mayflower, Arp Beauty, Apex, Greensboro, Dr. Burton, Mamie Ross, Carman, Hiley, Goldfinch, Champion, Belle of Ga., Elberta, Munson Free, Old Mixon Free, Lemon Cling, Crawford's Late, Beer's Smock, Rex, Tiebout, Fox Seedling, Krummel's Late, Salway, Dulce, Henrietta, Octobel, Stinson's.

The Huntsville Wholesale Nurseries

JESSIE S. MOSS, PROPRIETOR.

References: W. R. Rison Banking Company, Huntsville, Ala., and the Mercantile Agencies.

FALL OF 1912 AND SPRING OF 1913.

HEIKES HUNTSVILLE TREES.

DECEMBER, 1912.

Except where prices are agreed upon these quotations are subject to change without notice.

The usual Terms and Conditions govern these quotations.

Combination Car Lots.

Prices will be based on delivery to station at Huntsville, the price of boxes to be added. In car lots in bulk no charge will be made for packing.

To those who order in less than car lots and wish to take advantage of our plan to deliver to Distributing Points we must add to the prices quoted in this list the cost of freight from Huntsville to these points on a car lot basis, and we will then prepay the freight to the point of distribution. This plan insures low freight rates and quick time. Such orders will be packed in boxes at Huntsville and combined to make up car lots and shipment promptly made to distributing points and forwarded from there over the various railroads to destination. Car lot orders will go direct from Huntsville to destination, and can be shipped at any time after September 20th to March 15th, except a short time in mid-winter.

Distributing Points.

We are making St. Louis, Mo., Rochester, N. Y., Philadelphia, Pa., Mt. Pleasant, Texas, Toppenish, Wash., N. Yakima, Wash., Portland, Ore., Grand Junction, Colo., and Salt Lake City, Utah, distributing points for orders in less than car lots, to be shipped from Huntsville on the dates named below. No charge for drayage or transfer at these points.

FOR ST. LOUIS—Early shipments from September 20th to October 10th; late shipments from October 25th to December 10th, and in Spring.

FOR PHILADELPHIA AND ROCHESTER—November 1st and in Spring.

FOR MT. PLEASANT, TEXAS—October 10th to December 15th.

FOR PORTLAND, ORE.—November 1st to December 15th.

FOR TOPPENISH, WASH.—November 1st to December 15th.

FOR NORTH YAKIMA, WASH.—November 1st to December 15th.

FOR GRAND JUNCTION, COL.—October 15th to December 1st and in Spring.

FOR SALT LAKE CITY, UTAH—November 1st to December 15th.

This offer to ship to distributing points will not apply if shipment is required at other than the above named dates. It sometimes happens that we cannot arrange to make up combination car lots to suit all strictly within the dates named. It will be necessary to arrange the dates for shipments as orders are received.

For 100 rates add 1 cent each; for 10 rates add 2½ cents each to the 100 rates.

PEARS: The pears we offer are all worked on French Pear Seedlings 7-12 mm, branched roots. In grafting pears we use the first cut only. Kieffer, from grafts, grow up tall and straight in one year of sufficient height to cut back to the proper height to form heads for two year old trees.

KIEFFER PEARS---Two Years, Grafted on Branched French Pear Seedlings, 7-12mm.

	CIPHER.	Per 1000
Two years, ¾ to 1 inch, 5 to 6 feet, well branched.....	Fodder.....	\$150 00
Two years, ¾ to ¾, 5 to 6 feet, well branched.....	Folger.....	125 00
Two years, 9-16 to ¾, 4 to 5 feet, branched.....	Follow.....	100 00
Two years, ½ to 9-16, 4 to 5 feet, branched.....	Fondle.....	85 00
Two years, 7-16 to ½, 3½ to 4½ feet, branched.....	Foolish.....	65 00
Two years, 3 to 4 feet, more or less branched.....	Forage.....	50 00
Two years, 2 to 3 feet, more or less branched.....	Foxy.....	35 00

KIEFFER PEARS. One Year. Grafted on Branched French Pear Seedlings, 7-12 mm.

	CIPHER	Per 1000
One year, 5 to 6 feet, not branched.....	Fabric.....	\$100 00
One year, 4 to 5 feet, not branched.....	Fable.....	90 00
One year, 3 to 4 feet, not branched.....	Farmer.....	75 00
One year, 2 to 3 feet, not branched.....	Farther.....	60 00
One year, 2 to 2½ feet, not branched.....	Fashion.....	50 00
One year, 1 to 2 feet, not branched.....	Fathom.....	25 00

APPLE TREES. One Year and Two Years.

We have large and handsome blocks of one and two years apple grafts for sale this season. See list of varieties given below:

Apple Grafts. Two Years. Grafted on No. 1 Branched French Apple Seedlings, 7-12 mm.

			CIPHER	Per 1000
Two years, $\frac{3}{4}$ to 1 inch, 6 to 8 feet, well branched.....			Provision.....	\$150 00
Two years, $\frac{3}{8}$ to $\frac{3}{4}$, 5 to 6 feet, well branched.....			Proviso.....	125 00
Two years, 9-16 to $\frac{3}{8}$, 4 to 6 feet, well branched.....			Provoke.....	100 00
Two years, $\frac{1}{2}$ to 9-16, 4 to 5 feet, well branched.....			Prowl.....	80 00
Two years, 7-16 to $\frac{1}{2}$, $3\frac{1}{2}$ to $4\frac{1}{2}$ feet, branched.....			Proxy.....	50 00
Two years, 3 to 4 feet, more or less branched.....			Prude.....	35 00
Ark. Black	Hackworth	Rome Beauty	Shockley	
Baldwin	Newtown Pippin	Red Limbertwig	Winter Banana	
Gravenstein	Northern Spy	Red Astrachan	Wagner	
Gano	Ortley	Red June	Yellow Transparent	
Horse	Liveland Raspberry	Spitzenburg	Yates	

APPLE GRAFTS. One Year. Grafted on No. 1 Branched French Apple Seedlings. 7-12 mm.

		CIPHER	Per 1000
Five to six feet, little if any branched.....		<i>Protect</i>	\$125 00
Four to five feet, little if any branched.....		<i>Provost</i>	100 00
Three to four feet, little if any branched.....		<i>Prudent</i>	75 00
Two to three feet, little if any branched.....		<i>Provide</i>	50 00
One to two feet, little if any branched.....		<i>Prove</i>	25 00
Arkansas Black	Jonathan	Ortley	Stayman's Winesap
Baldwin	Liveland Raspberry	Red Astrachan	Wagner
Gano	McIntosh	Red June	Winter Banana
Gravenstein	Northern Spy	Rome Beauty	Winesap
Grimes Golden	Newtown Pippin	Spitzenburg	Yellow Transparent
Hackworth			

COMPASS--CHERRY--PLUM. One Year. On Americana Plum Stocks.

	CIPHER	Per 1000
One year, 5 to 6 feet, 9-16 & up, well branched.....	Sack.....	\$125 00
One year, 4 to 5 feet, ½ to 9-16, well branched.....	Sadden.....	100 00
One year, 3½ to 4½ feet, 7-16 to ½, well branched.....	Safely.....	65 00
One year, 3 to 4 feet, ¾ to 7-16, more or less branched.....	Sage.....	50 00
One year, 2 to 3 feet, more or less branched.....	Sad.....	35 00

☞ A small stock of two-years Compass-Cherry-Plum on Americana Plum Stocks.

☞ A small stock of Japan Plums one year on Americana Plum Stocks and on Peach Stocks.

Prices on request

CHERRY TREES—Two and Three Years. On Mahaleb.

	CIPHER.	Per 1000
Early Richmond Dyehouse	1 inch & up, 5 to 7 feet, well bran'd. <i>Omen</i>	SOLD
	$\frac{3}{4}$ to 1 inch, 5 to 6 feet, well bran'd. <i>Object</i>	
	$\frac{5}{8}$ to $\frac{3}{4}$, $4\frac{1}{2}$ to $5\frac{1}{2}$ feet, well bran'd. <i>Oblong</i>	
	9-16 to $\frac{5}{8}$, 4 feet and up, well bran'd. <i>Octave</i>	
	$\frac{1}{2}$ to 9-16, $3\frac{1}{2}$ feet and up, well bran'd. <i>Office</i>	
	3 to 4 feet, branched <i>Onward</i>	
	2 to 3 feet, more or less branched <i>Order</i>	
Montmorency, English Morello Wragg	1 inch & up, 5 ft. & up, well bran'd. <i>Orgie</i>	SOLD
	$\frac{3}{4}$ to 1 in., $4\frac{1}{2}$ ft. and up, well bran'd. <i>Oblige</i>	
	$\frac{5}{8}$ to $\frac{3}{4}$, 4 ft. and up, well bran'd. <i>Obscure</i>	
	9-16 to $\frac{5}{8}$, $3\frac{1}{2}$ ft. and up, well bran'd. <i>Observe</i>	
	$\frac{1}{2}$ to 9-16, 3 ft. and up, well bran'd. <i>Obtain</i>	
	3 to 4 feet, branched <i>Ocean</i>	
	2 to 3 feet, more or less branched <i>Orbit</i>	

PEACH TREES—One Year. On Peach. Leading Varieties.

Our peach trees are budded on seedlings grown from Tennessee and Alabama natural pits. They are free from Aphid, Root-knot and Crown-Gall. We can supply beautiful large, medium and small-sized trees. The land upon which our peach trees are grown produces a well-matured tree, with fine fibrous roots. The San Jose Scale, Yellows and Rosette are unknown in this section and we have been careful not to bring in any buds from affected localities.

	CIPHER	Per 1000
One to two feet, little if any branched.....	<i>Render</i>	\$25 00
Two to three feet, little if any branched.....	<i>Resource</i>	35 00
Three to four feet, under $\frac{3}{4}$ to 7-16, little if any branched.....	<i>Reside</i>	45 00
$3\frac{1}{2}$ to $4\frac{1}{2}$ feet, 7-16 to $\frac{1}{2}$, more or less branched.....	<i>Recite</i>	50 00
Four to five feet, $\frac{1}{2}$ to 9-16, branched.....	<i>Rattle</i>	65 00
Four to six feet, 9-16 to $\frac{1}{2}$, branched, No. 1.....	<i>Rather</i>	75 00
Five to six feet, $\frac{1}{2}$ to $\frac{3}{4}$, branched, extra.....	<i>Ransom</i>	85 00
Five to seven feet, extra, $\frac{3}{4}$ to 1 inch, branched.....	<i>Rancor</i>	85 00

Apex	Elberta	Henrietta	Octobel
Alexander	Fox Seedling	Krummel's Late	Rex (Late Elberta)
Arp Beauty	F. St. John	Lemon Cling	Reeves' Favorite
Beer's Smock	Gov. Hogg	Mamie Ross	Salway
Belle of Ga.	Globe	Mayflower	Stump the World
Bilyea's Late	Greensboro	Mountain Rose	Sneed
Carman	Goldfinch (Early	Munson's Free	Stephens' Rareripec
Capt. Ede	Elberta)	Munson's Cling	Triumph
Crawford's Late	Heath Cling	Old Mixon Free	Waddell
Crawford's Early	Hiley (Ea. Belle)	Old Mixon Cling	Wonderful
Champion			

PEACH TREES—June Buds. On Peach.

	CIPHER.	Per 1000	
Six to twelve inches.....	<i>Jester</i>	\$15 00	
Twelve to eighteen inches.....	<i>Jersey</i>	25 00	
Eighteen inches to two feet.....	<i>Jealous</i>	30 00	
Two to three feet.....	<i>Jasper</i>	35 00	
Three to four feet, $\frac{3}{4}$ to 7-16, more or less branched.....	<i>Jargon</i>	45 00	
Three to four feet, 7-16 to $\frac{1}{2}$, more or less branched.....	<i>Jackel</i>	50 00	
Four to five feet, $\frac{1}{2}$ to 9-16, more or less branched.....	<i>Jailer</i>	65 00	
Four to five feet, 9-16 to $\frac{5}{8}$, more or less branched.....	<i>Jangle</i>	75 00	
Arp Beauty	Carman	Goldfinch (Ea. Elberta)	Mayflower
Belle of Ga.	Elberta	Heath Cling	Salway
Beer's Smock	Greensboro	Hiley (Ea. Belle)	

PECAN SEEDLINGS. Gulf Coast Thin Shell.

We have a very fine lot of two and three year old seedlings grown at Huntsville. These trees are grown from selected nuts collected along the Gulf Coast in Southern Mississippi and Louisiana, where the choicest thin shell nuts are produced. We can supply any size from one foot upward to five feet.

	CIPHER	Per 1000
Two and three years, 12 to 18 inches.....	<i>Patent</i>	25 00
Two and three years, 18 to 24 inches.....	<i>Paddle</i>	50 00
Two and three years, 2 to 3 feet.....	<i>Pebble</i>	80 00
Two and three years, 3 to 4 feet.....	<i>Pellet</i>	100 00
Two and three years, 4 to 5 feet.....	<i>Petted</i>	125 00

ROSES==Field Grown. Budded.

The No. 1 plants will have three or more branches and will be cut back to 24 to 30 inches. The roots are very fine. We make a grade of Roses called No. 1½. This grade is made up of plants just under No. 1, such as do not have the required number of branches or slightly under weight and height, and make a very nice grade for mailing.

The plants under No. 1½ we class as No. 2. We recommend them for transplanting.

	CIPHER.	Per 100	Per 1000
Two years, No. 1.....	<i>Rosette</i>		\$90 00
Two years, No. 1½.....	<i>Robust</i>		75 00
Two years, No. 2.....	<i>Rocket</i>		35 00

HYBRID PERPETUALS

Anna de Deisbach	Gruss an Teplitz	Mad. Gab. Luizet	Frau Karl Druschki (Snow Queen)
Coquette des Alps	M. P. Wilder	P. C. de Rohan	Ulrich Brunner
Gen. Jacqueminot	Magna Charta	Paul Neyron	

MOSSES

Crested Moss	Henry Martin	Salet	White Bath
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Price of Gruss an Teplitz 2½¢ additional to prices of other varieties.

A small stock of Magnolia Grandiflora, 4 to 5 feet, 3 to 4 feet and 2 to 3 feet. Prices given on request.

KUDZU VINE. Two Years Roots, One Year Tops.

The Kudzu Vine is hardy, grows with remarkable rapidity—from 40 to 60 feet in a single season after the root is well established—and its foliage, consisting chiefly of very large leaves, is luxuriant and healthy. It is now being extensively planted both in the North and South to cover arbors and verandas. In the North the plant dies to the ground in the winter.

Prices given on request

PRIVET.

AMOOR RIVER PRIVET. The Best Strain. More Nearly Evergreen Than Any Other Strain.

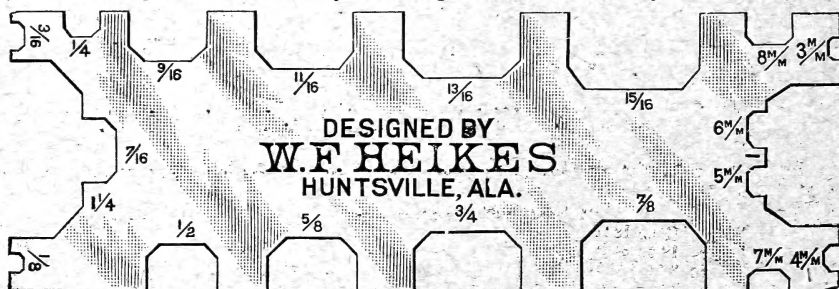
	CIPHER	Per 1000
One year, 4 to 5 feet, well branched.....	<i>Pug</i>	\$60 00
One year, 3 to 4 feet, well branched.....	<i>Purge</i>	50 00
One year, 2 to 3 feet, well branched.....	<i>Purify</i>	30 00
One year, 18 to 24 inches, well branched.....	<i>Purist</i>	20 00
One year, 12 to 18 inches, slightly branched.....	<i>Purl</i>	15 00

Juneberry.

Improved Dwarf 2 to 3 feet, \$15.00 per 100
Improved Dwarf 18 to 24 inches, \$12.00 per 100
Improved Dwarf 12 to 18 inches, \$10.00 per 100

NURSERYMEN'S CALIPER—2/3 SIZE.

This is the most practical Caliper in use for grading trees. It is made of steel brass handsomely nickel plated. It answers also as a rule. Its length is exactly six inches and its width two inches. Price 65 cents each; 6 for \$3.60; 12 for \$6.00. Postage or express to be added. For sale by dealers in nurserymen's requisites, or orders may be sent direct to



HUNTSVILLE WHOLESALE NURSERIES, Huntsville, Ala.

KUDZU VINE.

We are offering about 15,000 first-class plants of the Kudzu Vine (*Pueraria Thumbergiana*) grown by us from imported seed. The plants have fine two year old roots, averaging a foot in length, and are in condition now to be dug and shipped. The tops have been cut back to within about two inches of the ground; this to save expense in freight or express.

The Kudzu Vine is hardy, grows with remarkable rapidity—from 40 to 60 feet in a single season after the root is well established—and its foliage, consisting chiefly of very large leaves, is luxuriant and healthy. It is now being extensively planted in the North and South to cover arbors and verandas. In the North the plant dies to the ground in the winter.

We can make **ESPECIALLY ATTRACTIVE PRICES**, as the plants are on ground that we wish to clear by spring.

HUNTSVILLE WHOLESALE NURSERIES,
Huntsville, Ala.

December 10, 1912.

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HUNTSVILLE WHOLESALE NURSERIES,
Huntsville, Ala.

December 10, 1912.

Unsolicited Testimonials.

MISSOURI, April 25, 1912—"Your trees were satisfactory. Enclosed find N. Y. Draft."

ILLINOIS, April 8, 1912—"Apples came to hand this morning. They are nice one-year stock. We thank you very much for prompt shipment."

MISSISSIPPI, March, 1912—"We thank you very much for the prompt attention you have given our orders this winter, and assure you that we will always buy our stock from you when in need of roses."

COLORADO, April 1, 1912—"The stuff was received in first class condition and the Kieffer checked 90 trees over, all of which is for your good and my amusement."

ILLINOIS, March, 1912—"The six boxes of roses came in yesterday in fine shape and we have them unpacked and in our storage cellars. We thank you for promptness in handling the order and for the fine grade of stock that you gave us"

ARKANSAS, February, 1912—"Have received the Elberta in fine condition. I am more than pleased, for which you will please find enclosed check to balance account."

NORTH CAROLINA, Jan. 1, 1912—"The shipment of roses, which have just arrived in response to our recent order, is exceedingly satisfactory and we are interested to learn on what stock the Hybrid Perpetuals are budded, whether Manetti or Carolina."

TEXAS, Jan. 3, 1912—"Our trees arrived Saturday, Dec. 30th. fine condition. Huntsville quality throughout. Thanks. Find draft to balance our shipment."

ARKANSAS, Dec. 11, 1912—"Enclosed find check for bill of peach trees received from you to-day. Am well pleased, arrived in fine shape. Many thanks."

PENNSYLVANIA, December, 1911—"I was well pleased with the trees that ——— got from you for me, and I hope to get some more trees from you next year."

KANSAS, November, 1911—"The trees came all O. K. and in fine shape. I thank you for same and wishing you good luck."

VIRGINIA, April 15, 1911—"Find enclosed check for trees. They were a long time getting here, but seemed to be in good condition."

Alabama State Board of Horticulture.

OFFICIAL CERTIFICATE.

No. 4

TO WHOM IT MAY CONCERN:

This is to Certify, That in accordance with an Act of the Legislature approved March 5, 1903, the nurseries of the Huntsville Wholesale Nurseries, at Huntsville and Gladstone, Ala., were examined July 20, 22 and 23, 1912, and that the stock in said nurseries was found apparently free from the San Jose scale and all other insects and diseases of a seriously injurious nature. These nurseries are properly equipped for fumigation. This certificate is to cover only stock grown in the above-named nurseries and becomes invalid after July 15, 1913.

Auburn. Ala., July 31, 1912.



Form 1 1912-13

P. F. Williams State Horticulturist

7 Terms and Conditions Governing Quotations in the Price List of the Huntsville Wholesale Nurseries.

RATES.—As we send this list to the trade only, we make the difference in prices between the 10, 100 and 1000 rates very slight—simply sufficient, as a rule, to cover the difference in the expense of handling in the smaller numbers. We uniformly tie in bunches of 10, when consistent with the order, and we suggest to our customers to make their orders for varieties in multiples of 10 as far as practicable. Orders for 50 and not over 300 trees, if for not less than 10 of a variety, will be charged at the rate per hundred. Orders requiring 300 trees or more, and not less than 10 of a variety, will be filled at the lowest quoted prices. Orders for less than 10 trees of one variety, will be charged at the rate per ten.

SEASON.—Our packing and shipping season begins by the 20th of September and continues until the first of March.

We have great advantages to offer here, in early shipments for the North in Spring. We do not accept orders for trees we do not grow, as we never buy trees to sell again. You can depend upon us for fresh dug trees. Each order is taken up separately and not until it is wanted for shipment.

SHIPPING DIRECTIONS.—We respectfully beg our patrons to furnish us with explicit directions as to shipping, and the mode of conveyance by which they desire trees forwarded. When no particular directions are given, we forward according to the best of our judgment. *But in no case do we assume any responsibility as to safe delivery and condition of trees and plants after a proper shipment by us.*

RELEASE.—When prepayment of freight is not required we will Release and Guarantee, and take forwarder's receipt and mail to consignee. It is left to the option of the shipper of trees over some railroads whether he will release them or not under the clause "Value less than \$5.00 per 100 lbs." If released under this clause the freight is less on roads governed by this classification, and we will assume it to be proper to make this release, without reference to the value of the trees, unless instructed to the contrary. This clause does not apply upon roads under some of the district classifications, and because of this confusion we will not be held responsible for any oversight to release, unless instructed by our customers. Claims for delay, or loss must be made to the forwarders.

PACKAGES.—The cost of package must be added to the prices quoted, in this list as follows: Boxes 30 inches square, from 7½ to 9 feet long, as the trees may require, each \$2.50; boxes 24 inches, \$2.00; boxes 18 inches, \$1.50; bales from 25c. to 75c. each.

PACKING.—Goods will be packed in moss or "Shingle Tow," and especial care taken to insure their arrival in the best condition.

ASSORTMENTS.—We do not require customers to take an assortment they do not wish, but will sell one variety alone if desired. If any substitution can be allowed, either in grade or variety, it should be so stated when making the order. As a rule, we do not substitute without permission.

CAUTION.—We accept all orders upon the condition that they shall be void should any injury befall the trees from frost, hail, storm, fire, or other causes over which we have no control.

TERMS.—Cash. When desired, we will allow 30 to 60 days from date of shipment to responsible, prompt paying customers. Parties with

whom we have had no business transactions will save time by sending reference with order. We wish it expressly understood that payment is expected from the first collections made, and the time named is only intended as so many days of grace in which to make returns. To northern customers who wish to lay in stock for Spring trade we will ship late in Fall or early in Spring and allow time for payment till May 15th. If shipment is required in the Fall for Spring use, a note is to be given upon receipt of the trees. We do not allow any discount for cash, but we make our prices low to demand cash or prompt returns. In orders when the time is not mentioned, 30 days is to be understood. Interest at the rate of 8 per cent per annum must be paid on over-due accounts. Should prices be changed, either higher or lower, during the season, the prices ruling at the time the order is made are expected to stand.

FORMS OF PAYMENT.—All bills are payable at the office of the seller, and remittances should be made by drafts on New York, Chicago or St. Louis, or by money orders on some Express Company, or by postal orders. We will, however, accept checks from those of our customers who may be located at places having no banking, express or postal facilities, provided they make them in every case payable "with exchange," or add ¼ of one cent to the amount of the bill for the cost of collection.

GRADES.—We grade very carefully, in some cases by caliper, in others by height. When graded by both caliper and height the caliper must govern, as the height then named is only to be considered approximately. When graded by height or caliper we include the lower number and exclude the higher. Instance: in a grade of 4 to 5 feet trees the 4 feet trees are included, but not the 5 feet trees. If 5 feet trees are wanted the 5 to 6 feet grade must be ordered.

GUARANTEE OF GENUINENESS.—While we exercise the greatest diligence and care to have all our trees, etc., true to label and hold ourselves in readiness, on proper proof, to replace all trees, etc., that may prove untrue to label free of charge or refund the amount paid, it is mutually understood and agreed to between the purchaser and ourselves that our guarantee of genuineness shall in no case make us liable for any sum greater than that originally received for said trees, etc., that shall prove untrue.

ACCEPTANCE.—Notice should be sent to us by telegraph, at our expense, if there is any cause of complaint, or should the trees be refused, stating reasons. Claims for deduction, from whatever cause, will receive consideration only when made promptly upon the receipt of the trees. If trees show any signs of shrivelling upon arrival they can usually be restored by being thoroughly watered and buried entirely under the ground for two or three days. Should there be any frost in the trees upon arrival they should not be removed from the boxes until the frost is all out. The box should be placed in the cellar or protected in some other way. The presence of frost in the boxes is not to be considered an evidence of bad condition, as we pack to secure the trees against damage, if the frost is allowed to come out in the natural way. Goods will be considered accepted, if removed from the boxes in which they are packed without notice of complaint to us and without our orders for their disposition.